

A woman wearing a white hairnet and a black apron over a grey t-shirt is operating a Hobart industrial warewasher. She is pulling down a metal handle to open the machine. In the foreground, a white plastic basket is filled with several red plastic trays. The background shows a commercial kitchen environment with stainless steel counters and other equipment.

# SMART KITCHEN BUDGETING

HOBART WAREWASH

**HOBART**

# TODAY'S PRESENTER'S



Matthew Cautin  
Sales Development Manager  
Matthew.Cautin@itwfeg.com  
(937) 941-8676



Pete Terwilliger  
Sr. Business Development Manager  
Pete.Terwilliger@itwfeg.com  
(952) 495-0163

# AGENDA

## **Staffing**

- **Concerns**
- **Creative Solutions**

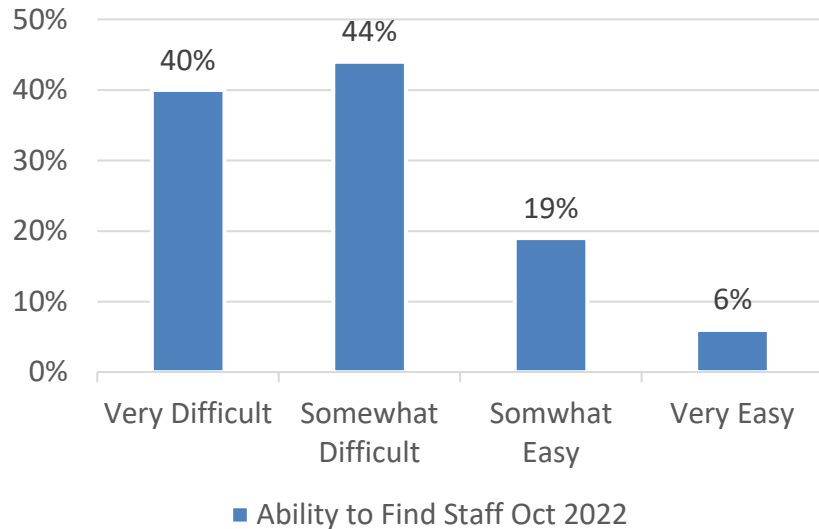
## **Smart Budgeting**

- **Disposables vs. Reusables**

## **Hobart Warewash Solutions**

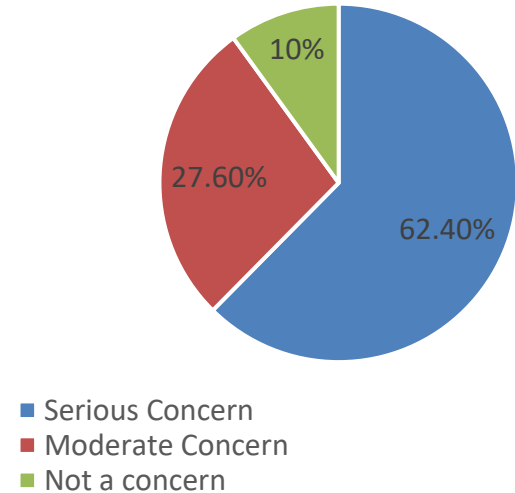
# STAFFING ISSUES

## Ability to Find Staff Oct 2022



Source - <https://ies.ed.gov/schoolsurvey/spp/>

## Staffing Shortage Concerns 2021/2022 SY



Source - <https://schoolnutrition.org/wp-content/uploads/2022/04/Back-to-School-Report-2021.pdf>

# FINDING STAFF ON CAMPUS

## Schools using students on campus

- **Work Experience**
- **Credits along with a paycheck**
- **Bring fresh meal ideas**



Source:

<https://www.foodservicedirector.com/operations/high-school-nutrition-team-hires-students-combat-staffing-challenges>



## **Nine Week Course that leads to a ServeSafe Exam and Certification**

**“Our goals are to help these students become employable, and we want them to be able to be good, strong competitive employees in the job market and be able to get the jobs they want,”**

**“These kids are often overlooked, not given the chances that they deserve, and sometimes they have skills they don’t even realize.”**



Source

<https://www.foodservicedirector.com/operations/take-look-greenville-county-schools-newest-eatery-inside-roper-mountain-science#page=0>

# CALIFORNIA (MAKING FOOD SERVICE) COOL



\$2 Billion in the state budget for school food infrastructure, staff training, and more freshly prepared, CA-grown meals

- ❑ Includes \$45 million for California Healthy School Meals Pathway program for school food service workers
- ❑ \$600 million for school kitchen equipment and upgrades to school kitchen infrastructure



# ADDITIONAL CREATIVE STAFFING IDEAS

- ❑ PTA/Parent Volunteer Days
- ❑ Reach out to bus drivers or other part time staff
- ❑ Receive great service at a restaurant or retail space? Ask them to join your team!





# STAFFING & EDUCATION SOLUTIONS

**The School Cafeteria is a classroom**

**Responsibility  
Accountability  
Education**

- ❑ **The Japanese Approach (Shokuiku = Food Education)**
- ❑ **Students are active participants in preparing/serving/cleaning**
- ❑ **Delegate simple tasks while teaching about foods/health/nutrition/source of food**



# REUSABLES vs. DISPOSABLES

## Case Studies

Plastic – waste and pollution

Supply Chain Factors

# PALO ALTO UNIFIED MOVES TO REUSABLES

## INSTITUTION PROFILE:

**Name:**  
Palo Alto Unified School District

**Location:** Palo Alto, CA

**Student Population:**  
12,000

**Food Vendor:**  
Sodexo

**Food Services:**  
Breakfast and Lunch

**Length of School Year:**  
41 weeks/180 school days

**Ware Washing:**  
Dishwasher at Central Kitchen

**Employees:**  
Full kitchen staff, custodians, part-time food delivery drivers

The Palo Alto Unified School District (PAUSD) is comprised of 12 elementary schools, three middle schools, and two high schools.

The average daily participation in school meals at the elementary schools is 400 students for breakfast and 3,400 students for lunch. All food is prepared and distributed from two central kitchens.

## Highlights

- 12 elementary schools district-wide serving 3,400 students daily
- Central kitchen preparation and distribution model is adapted for the collection, return, washing and storage of new reusable foodware
- 7 foodware items transition to reusable
- **\$25,000 in annual net cost savings\***
- 436,540 pieces of disposable packaging eliminated every year
- 8,152 pounds of waste prevented every year
- Two new jobs created to carryout reusable food operations

\*Net Cost Impact considers any upfront and ongoing costs associated with the purchase and care of reusable items and capital improvements needed to carry out ReThink Disposable's recommendations.

## Results

Disposable Product Replaced or Minimized	Practice Implemented	Percent Disposable Reduction	Annual Quantity of Disposable Items Eliminated	Payback Period (months)	Annual NET Cost Savings After Payback Period (\$)	Annual Waste Reduction (lbs.)
#5 Plaid Food Tray	Red baskets	92%	149,500	2.4	\$5,644.16	1,450
#3 Plaid Food Tray	Red baskets	11%	8,000	32.7	\$416.16	89
Plastic Heavy Weight Spoon	Stainless steel spoons	100%	35,000	23.3	\$942.55	65
Plastic Heavy Weight Fork	Stainless steel spoons	100%	31,000	26.4	\$834.83	248
8x9x3 Hinged Container	Whirley reusable clamshells	100%	5,000	16	\$1,363.50	500
Plastic Sporks	Stainless steel sporks	100%	157,440	4.2	\$5,249.64	763
Plastic Container w/ Lid	Whirley reusable clamshells	100%	39,600	1.7	\$13,050.18	4,950
Plain Foil Sandwich Bag	Whirley reusable clamshells	100%	11,000	41.7	\$522.17	88
Other Products to Support Changes	Bus tubs, carts, drying racks, etc.	-	-	-	-\$8,476.96*	-
Labor	1 van driver and 1 dishwasher	-	-	-	-\$27,000	-
Waste Hauling	Trash + compost	-	-	-	\$23,976.96	-
<b>TOTALS:</b>		<b>AVERAGE % Reduction of targeted foodware: 88%</b>	<b>TOTAL # Reduced: 436,540 pieces</b>	<b>AVERAGE Payback Period: 5 months</b>	<b>TOTAL Net Savings: \$16,523.19 year one, and \$25,000.15 year two and beyond</b>	<b>TOTAL Waste Reduction: 8,152 lbs.</b>

\*One-time infrastructure setup cost only affecting year one's savings.

## Source

[https://ceh.org/wp-content/uploads/2020/03/ReThinkDisposable\\_CaseStudy\\_PAUSD\\_2019web.pdf](https://ceh.org/wp-content/uploads/2020/03/ReThinkDisposable_CaseStudy_PAUSD_2019web.pdf)

# BERKELEY UNIFIED SCHOOL DISTRICT BUDGET

## BERKELEY UNIFIED SCHOOL DISTRICT REUSABLES INITIATIVE

### Proposed Budget

Prepared: June 4, 2021

	PLAN A: 2-SCHOOL PILOT	PLAN B: HYBRID DISHWASHING MODEL
Pilot Implementation Plan	Implement reusable trays, bowls, cups and sporks at 2 elementary schools with on-site dishwashers.	Implement reusable trays, bowls, cups and sporks at all 11 elementary schools, with onsite dishwashing at Cragmont and Muir Elementary Schools, and 7 elementary schools sending dirty dishes to King Middle School as the central dishwashing hub.

#### YEAR ONE COST

	A	B	C	D	E	F	G	H	I
5	Reusable Foodware and Supplies (one-time cost)	\$10,474			\$81,322				
6	Additional Labor (annual)*	\$11,203			\$36,655		See "Labor Calculation" tab for details		
7	Dishwasher Operating Expense (annual)	\$1,380			\$5,880		See Attachment A for operation expense tables		
8	Waste Hauling Savings (annual)**	-\$6,563			-\$49,501		See "Refuse Expenses" tab for details		
9	Disposable Foodware Savings (annual)	-\$8,400			-\$42,000				
10	<b>TOTAL YEAR ONE COST</b>	<b>\$8,094</b>			<b>\$32,356</b>				

#### ONGOING ANNUAL COST @ YEAR TWO and BEYOND

12	Reusable Foodware Replacement (e.g. 50% of spork inventory)	\$616			\$5,832				
13	Additional Labor (annual)*	\$11,203			\$36,655		See "Labor Calculation" tab for details		
14	Dishwasher Operating Expense (annual)	\$1,380			\$5,880				
15	Waste Hauling Savings (annual)**	-\$6,563			-\$49,501		See "Refuse Expenses" tab for details		
16	Disposable Foodware Savings (annual)	-\$8,400			-\$42,000				
17	<b>TOTAL YEAR TWO+ COST</b>	<b>-\$1,764.00</b>			<b>-\$43,133.99</b>				

**\$43,133.99 savings by year 2**

#### \*Additional labor costs:

Plan A: Assumption is that the Nutrition Services Assistant (NSA) at each elementary school will need one additional hour to wash dishes

Plan B: Assumption is that the onsite NSA at each elementary school that will be washing their own dishes will need an additional hour to wash dishes, plus a FTE driver

#### \*\*Waste Hauling Savings:

Assumption is that each school will be able to reduce the volume of trash by at least 30%. This is based on a conservative proxy of the 45% reduction experienced at the Palo Alto Unified School District after they implemented reusables foodware.

# BERKELEY UNIFIED SCHOOL DISTRICT BUDGET

## Expenses Defined

- ❑ Large savings even with a 50% estimated replacement of equipment
- ❑ Largest savings in refuse, they estimate 30% reduction, Palo Alto reached 45%
- ❑ Upfront costs from previous slide include salary for driver/dishwasher.

This page details 2019 and 2020 waste hauling expenses for BUSD.

School	2019 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Q1
BAM	5315.24	5528.68	5528.68	5528.68	4980.62	142.75	2322.58	2303.46	2303.46
Cragmont	2695.93	2804.22	2804.22	2804.22	276.34	2119.32	2115.49	2115.49	2115.49
Emerson	1387.08	1533.76	1514.76	1442.76	300.62	1442.76	1442.76	1442.76	1442.76
Ruth Asby (prev)	3019.06	3140.3	3248.3	3140.3	177.48	2290.67	2279.2	2279.2	2279.2
John Muir	2551.48	2654.32	2654.32	2654.32	2420.01	1976.31	1959.1	1959.1	1959.1
Sylvia Mendez	5164.84	5259.92	5259.92	5259.92	2897.07	3320.75	3320.75	3320.75	3320.75
Malcolm X	4842.26	5036.68	5036.68	5036.68	3638.39	4180.81	4140.85	4140.85	4140.85
Oxford	2695.93	2804.21	2804.21	2804.21	654.32	2804.21	2804.21	2804.21	2804.21
Rose Parks	5232.39	5442.49	5514.49	5752.29	203.28	3626.75	3492.33	3545.93	3545.93
TO	3122.03	3242.35	3396.55	3441.87		1976.84	2287.87	2287.87	2287.87
Washington	2947.18	3065.5	3137.5	3065.5		2819.6	3097.51	3097.51	3097.51
<b>Total</b>	<b>38881.42</b>	<b>40525.43</b>	<b>40909.63</b>	<b>40392.69</b>	<b>4154.8</b>	<b>27773.5</b>	<b>29283.29</b>	<b>26492.52</b>	

Assumptions:	100 loads of trash	1 rack = 9 trays	1 rack = 10 cups	1 rack = 50 spoons
John Muir	90 loads of trash	1 rack = 9 trays	1 rack = 10 cups	1 rack = 50 spoons

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Refuse savings:	Refuse savings:	Refuse savings:	Refuse savings:	Refuse savings:
Refuse Savings Assumption	Refuse Savings Assumption	Refuse Savings Assumption	Refuse Savings Assumption	Refuse Savings Assumption

Item	Description	Quantity	Unit Price	Total Price	Category	Sub-category	Notes
1	Handcapped Top Table for Recycling	1	\$100	\$100	Equipment	Tables	Handcapped Top Table for Recycling
2	Three Top Shelf Utility Cart	1	\$100	\$100	Equipment	Carts	Three Top Shelf Utility Cart
3	Box table	1	\$100	\$100	Equipment	Tables	Box table
4	Spring Roll	1	\$100	\$100	Equipment	Rolls	Spring Roll
5	Universal Printer	1	\$100	\$100	Equipment	Printers	Universal Printer

# MINNETONKA, MN SWITCHES TO REUSABLES

## 2,000 Student School

In the first year, the schools saved approximately \$3,000 combined by buying the reusable utensils and bowls. The annual per student costs for food-ware dropped from \$6.89 to \$4.83.

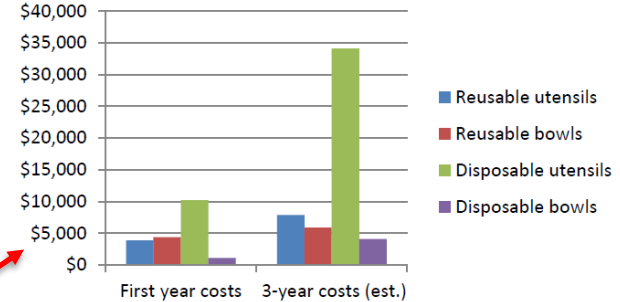
Environmental impacts included prevention of about 6,000 lb. of on-site solid waste in the first year. Instead of buying 700,000 plastic utensils, the school purchased just 12,000 metal reusable utensils. Taken alone, the metal utensils resulted in a 77% reduction in greenhouse gases and water consumption over disposable plastic utensils.

of use, the greater the savings. Assuming a 3-year life span of the reusables, even with budgeting for replacement of 20% loss in Year 2 and 3, MPCA estimated the schools would save about \$23,000 over three years. The per student cost for food ware, after three years, was estimated to drop from \$6.89 for disposables to \$2.56 for reusables.

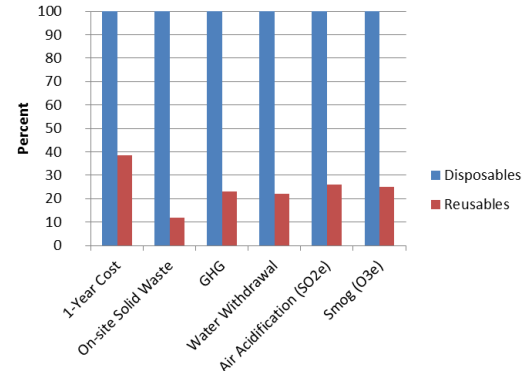
In each school, project researchers counted how many dishwasher loads were run for three different days of lunches before the switch and after the switch. Prior to use of the reusable utensils and bowls, staff ran an average of 38 dishwasher loads each day to clean the durable trays that were already in use.

Afterwards, the average was 41.5 (increase of just 3.5 loads per day at each school).

Purchase costs of food ware:  
1- and 3-year comparison



First year impacts of reusables as percentage of disposables (utensils only)



Source

<https://www.pca.state.mn.us/business-with-us/school-waste-reduction>

# BISHOP O'DOWD HIGH SCHOOL CASE STUDY

## Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings <i>(after payback period)</i>	Annual Waste Reduction
Replace disposable plate with reusable basket	9-inch Round plate	81%	21 days	\$6,415	3,339 lbs.
Replace disposable plate with reusable basket	9-inch Oval plate	8%	0 days	\$44	37 lbs.
<b>TOTAL</b>				<b>\$6,459</b>	<b>3,376 lbs.</b>

## THE BOTTOM LINE

- \$6,459 annual reduction in disposable foodware costs after payback period
- 3,376 pounds (1.69 tons) of waste reduced annually
- Improved presentation of food
- Students practice daily sustainable behavior choices
- 100,212 disposable plates reduced per year



Source

[https://ceh.org/wp-content/uploads/2021/05/CS\\_BODHS\\_01.27.16a.pdf](https://ceh.org/wp-content/uploads/2021/05/CS_BODHS_01.27.16a.pdf)



# MANUAL VS. AUTOMATED DISH WASHING

## Labor Savings

- ❑ More than 40% reduction in wash time over manual washing

## Cost Effective and Sustainable

- ❑ Up to 68% less water consumption
- ❑ 100% compliance to food safety requirements on water temperature and sanitization



# MANUAL VS. AUTOMATED DISH WASHING



## Supply Chain Factors with Disposables

- ❑ Replacements needed often, no guarantee of on time deliveries or availability
- ❑ Hall's distributor couldn't get sporks, spoons or forks and she had to run to her local Sam's Club to buy 60,000 of each "to get us through for a few days in hopes the truck would show up,"
- ❑ When the COVID-19 pandemic began, Lee County Schools converted exclusively to throwaway five-compartment trays for cafeteria lunches. Pre-COVID, those trays cost the district \$19.50 for a case of 500. Now, they're anywhere from \$40 to \$80 per case.
- ❑ \$4 fuel surcharge per delivery, per school site. With 11 school sites in the district receiving at least two deliveries per week, the additional fees stack up.

## Also these disposables are Toxic.....



PFAS

- Attention-Deficit Hyperactivity Disorder
- Delayed Puberty
- Obesity
- Testicular Cancer
- Breast Cancer
- Increased likelihood and severity of COVID



Styrene

- Cancer
- Genetic Damage
- Sperm Damage
- Reduced Fertility
- Birth Defects

Source

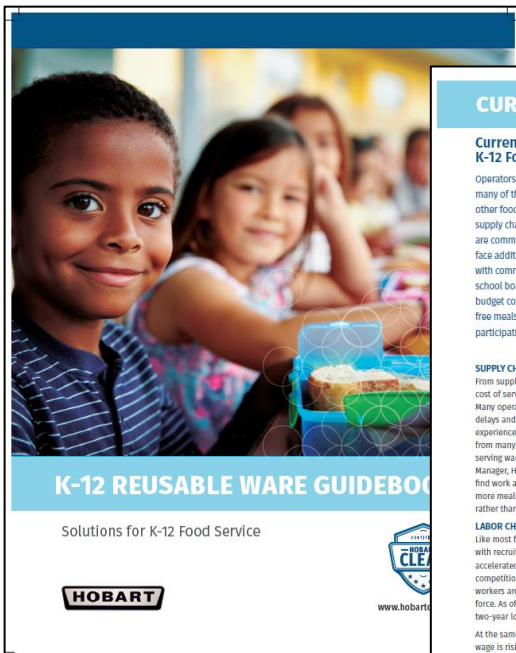
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# PLASTIC WASTE

- ❑ **Approximately 91% of plastic is not recycled**
- ❑ **32% of all plastic packaging finds its way into oceans**
- ❑ **The average plastic bag is used for just 12 minutes**
- ❑ **Scientists have found microplastics in our lungs, liver, digestive tract, and blood**
- ❑ **Plastic does not bio-degrade**
  
- ❑ **If every school in the US reduces just 2 pieces of plastic per lunch each day, we can eliminate 10 Billion pieces of plastic per school year!**



# REUSABLE WARE GUIDEBOOK



## K-12 REUSABLE WARE GUIDEBOOK

Solutions for K-12 Food Service



www.hobart.com

## CURRENT CHALLENGES IN K-12 FOODSERVICE

### Current Challenges in K-12 Food Service

Operators of K-12 food service face many of the same challenges as other food service operations. Labor, supply chain, and budget issues are common, but, K-12 operators face additional pressures dealing with community expectations and school boards, as well as balancing budget constraints while providing free meals in the face of increased participation in food programs.



### SUPPLY CHAIN ISSUES & RISING COSTS

From supplies to food to transportation and delivery, the cost of serving meals in K-12 food service is rising rapidly. Many operators are also struggling with supply chain delays and shortages. "While not every school system has experienced delays in the supply chain, we have heard from many that have a hard time getting disposable serving ware," says Peter Twillinger, Sales Development Manager, Hobart Warewash. "School systems are forced to find workarounds, such as cutting trays in half to serve more meals or ordering products from a consumer outlet rather than their traditional suppliers."

### LABOR CHALLENGES

Like most food service operations, K-12 faces a challenge with recruitment and retention of qualified workers. The accelerated recovery from the pandemic has increased competition for workers, while at the same time many workers are choosing to retire or remain out of the work force. As of spring 2022, the unemployment rate was at a two-year low of 3.6%, a sign of a tightening labor market. At the same time the cost of hiring is going up. Minimum wage is rising across the United States, with 26 states and 56 cities passing laws to raise the minimum wage in 2022, while other states are gradually increasing it to \$15 per

hour within a few years. More than half of K-12 say rising labor costs are their most significant related concern, according to a 2020 Technomic report. "Increased access to meal programs" As we come out of the pandemic, more school around the country are providing free meals to due in part to a pair of legislative programs.

**The Healthy, Hunger-Free Kids Act of 2010** state schools or districts with at least 40 percent of its student enrollment directly certified for free meals on participation in the Supplemental Nutrition Program or other means-tested assistance program offer free meals to all students. As of 2020, 33,777 participated in the program and participation is more than 2,500 schools over the previous year. In March 2020 the USDA offered waivers to K-12 to give them the flexibility to continue providing students in the face of COVID-19 Closures. Those have been extended several times; and, while not include funding for that program in the spending bill, several states are stepping up to the program. Currently California and Maine will

## CHOOSING THE RIGHT WARE PROGRAM FOR YOUR SCHOOL

School systems throughout the United States use a mixed-bag of ware items. Some use all reusable or disposable, while others use a mix of both. Determining the best path depends on a variety of factors including cost, availability of items, storage space and staffing considerations.

### DISPOSABLE/RECYCLABLE

Plastic forks, spoons and Styrofoam serving trays are a familiar sight in many school lunchrooms. The serving ware is relatively inexpensive and doesn't require labor to clean it; however, it's not biodegradable and sends a lot of trash to our landfills. Some types of plastic ware are recyclable (PS or PETE plastic), which helps offset the negative impacts on the waste stream; however, recycling adds labor to sort items before disposal and is relatively uncommon in K-12.

### COMPOSTABLE

While three to five times more expensive than plastic ware, compostable programs reduce the amount of trash going into landfills while maintaining the convenience of disposables. Trays, utensils and serving ware come in a variety of materials including Kraft paper, bamboo, and bagasse, which is made of sugar cane pulp. Look for products that are certified to ASTM D6400 standards.



Before starting a compostable program, check on the availability and cost of compostable waste management services, which typically add two to four times standard trash collection.

### REUSABLE

From stainless steel utensils to plastic or melamine serving trays, reusable ware offers a wide variety of choices that fit any budget for K-12 programs, with a net savings that comes from a one-time-ware purchase. Reusable ware programs also minimize the amount of trash going into the waste stream and can reduce trash collection costs. There is added labor time needed to wash dishes, but this can be offset with a commercial dishwasher, which also saves time spent handwashing prep ware, usually providing a net time savings.

### DON'T FORGET YOUR PREPWARE

Many schools hand wash their prep ware in a three-compartment sink, which is time consuming and yields inconsistent sanitization. An automated dishmachine makes short work of cleaning pots, pans and stainless, freeing up even more time to use in other parts of the kitchen, or in getting staff out early. This is an important factor when considering a reusable ware program.

Ware Program Pros & Cons			
WARE TYPE	COSTS	PROS	CONS
Disposables	Forks 28 Trays 35	<ul style="list-style-type: none"> <li>• Cheap initial purchase</li> <li>• No maintenance necessary</li> </ul>	<ul style="list-style-type: none"> <li>• Recurring costs to replenish</li> <li>• Large amount of trash</li> <li>• Supply chain issues hindering availability</li> <li>• Storage space needed for supplies</li> </ul>
Compostables	Forks 35 Trays 46	<ul style="list-style-type: none"> <li>• Environmentally friendly</li> <li>• No maintenance necessary</li> </ul>	<ul style="list-style-type: none"> <li>• 3x cost over plastic disposable ware</li> <li>• Recurring costs to replenish</li> <li>• Added cost of waste disposal</li> <li>• Availability of composting programs</li> <li>• Added labor to sort at time of disposal</li> </ul>
Reusables	Forks 39 Trays Plastic 3.73 Trays Melamine 6.06	<ul style="list-style-type: none"> <li>• One-time purchase</li> <li>• No waste, no sorting needed</li> <li>• Reduces time manually washing prep ware, for net labor reduction.</li> </ul>	<ul style="list-style-type: none"> <li>• Labor needed for warewashing (can be reduced with use of a commercial dishwasher)</li> </ul>



# PARTNER RESOURCES

- ❑ <https://www.caenergywise.com/instant-rebates/#qualifying-products>
- ❑ <https://www.plasticfreerestaurants.org/subsidy>
- ❑ <https://schools.journeyed.com/coops/>
- ❑ <https://ceh.org/>



Source

[https://www.stwnewspress.com/news/concerns-about-disposable-lunch-trays-spur-students-to-raise-funds-for-sms-dishwasher-reusable-trays/article\\_2c41c430-4c03-11ed-ad85-f32a17ea459b.html](https://www.stwnewspress.com/news/concerns-about-disposable-lunch-trays-spur-students-to-raise-funds-for-sms-dishwasher-reusable-trays/article_2c41c430-4c03-11ed-ad85-f32a17ea459b.html)



# HOBART IS COMMITTED TO A SUSTAINABLE DISHROOM!



## THERE'S CLEAN, AND THEN THERE'S HOBART CLEAN.

At Hobart, we set the standard for five-star quality and superior value that all other commercial dishwashers are judged by. It's a distinction we've earned over many decades by engineering dishmachines that lead the industry in wash performance, food safety, operational efficiency, and lifetime value; complete with teamwork you won't find anywhere else.

[Learn more at HobartClean.com](https://www.HobartClean.com)

# HOBART TECHNOLOGY SOLUTIONS PROVIDE MEASURABLE BENEFITS & SAVINGS

## Automatic Soil Removal (ASR)

cuts pre-scraping labor time by 20% & cuts wash-water changes by 50%.

## Drain Water Energy Recovery (DWER)

recycles heat from drain water to save 20% on energy & reduce drain water tempering 90%.

## Ventless Energy Recovery

eliminates the need for a vent hood saving \$3,500 or more on installation.



## Auto-Delime

automates deliming so staff can focus on other tasks.

## Two-Level Washing

doubles racks/hour to increase capacity and wash more ware in less time.

## Food Safety Safeguards

lockouts for empty chemicals or low temperatures maintain consistent sanitization on every cycle.

# Hobart AM16 - Water, Labor and Energy Savings

## DOOR TYPES

### AM16

Focus on labor & operating savings,  
& best-in-class wash performance.

**REDUCE**  
PRE-SCRAPING  
LABOR  
UP TO **20%**



**ASR**  
AUTOMATIC SOIL REMOVAL

**SAVE UP TO**  
**\$3,500**  
ON VENT HOOD  
INSTALLATION



**VENTLESS**  
ENERGY RECOVERY

**REDUCE**  
WATER  
CONSUMPTION  
UP TO **90%**



**DWER**  
DRAIN WATER ENERGY RECOVERY

**DOUBLE**  
WASH  
COVERAGE



**X-SHAPED**  
BODY ARMS



### AMTL

Labor savings with highest  
throughput door type

**SPEND**  
**LESS**  
**TIME**  
PRE-SCRAPING



**EXTENDED**  
WASH CYCLE

**SPEED**  
**UP**  
YOUR  
DISHROOM



**80 RACKS**  
PER HOUR

# Hobart Reusable Single Cup Washer

## SCW - SINGLE CUP WASHER



**HOBART**

- Eliminates the use of disposable cups - accepts a variety of cup sizes and materials
- Integrates into point of purchase counters for easy exchange between customer & Barista

**ITW** FOOD EQUIPMENT GROUP

**ITW** FOOD  
EQUIPMENT  
GROUP

# LEASE-TO-OWN OPTION



## Tax-Exempt Financing

### For City, County and State Government Entities

Marlin makes financing an attractive option for government entities with tight budget constraints.

#### Debt:

Tax exempt financing obligations are NOT considered debt, but a current expense and does not impact the municipalities available debt limitations.

#### 100% Financing:

Public entities are able to include soft-costs such as delivery and installation.

#### Quick and Simple:

Credit decisions are issued within 4 hours and documentation is supplied either the same day or the next business day.

#### Budget Saver:

Financing allows public entities to acquire the equipment they need now rather than waiting until the next fiscal year.

#### Matching Terms:

Agreements may be designed to match the term for the expected useful life of the asset.

#### Flexibility:

Payments can be made upon installation or in some instances delayed until the next fiscal year.

#### Acquire Your Asset Without Acquiring Debt:

Payments are subject to annual appropriations, which means the obligation is not subject to statutory debt limitations. Since no debt is created, the finance agreements do not require voter approval.



**Bundle equipment + Install + Service into  
1 monthly payment**

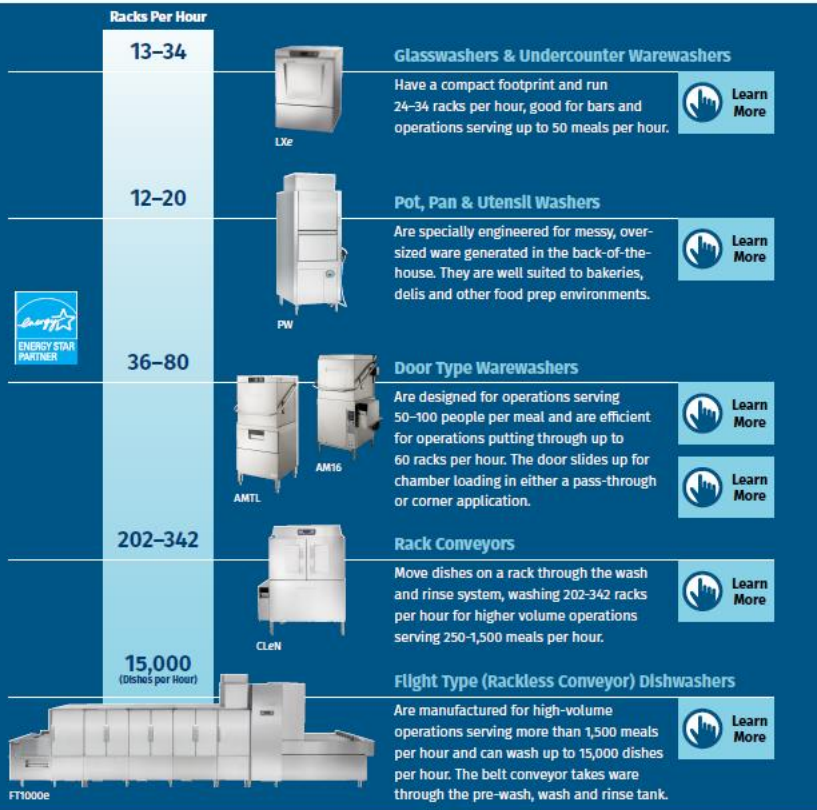
**3-5 year financing with \$1 buyout at end  
of term**



## What Size Dishwasher Do You Need?

There are five basic types of commercial dishwashers. Determining which type is best for your operation will depend on a variety of factors, including:

- Volume and type of service provided.
- Type of ware and utensils you'll be washing.
- Utilities
- Building layout
- Local and federal regulations, such as plumbing and building codes.



# Let us help you find the perfect dish machine for your school or district!

Visit our website for additional information



<https://warewash.hobartcorp.com/reusables>

**QUESTIONS?**

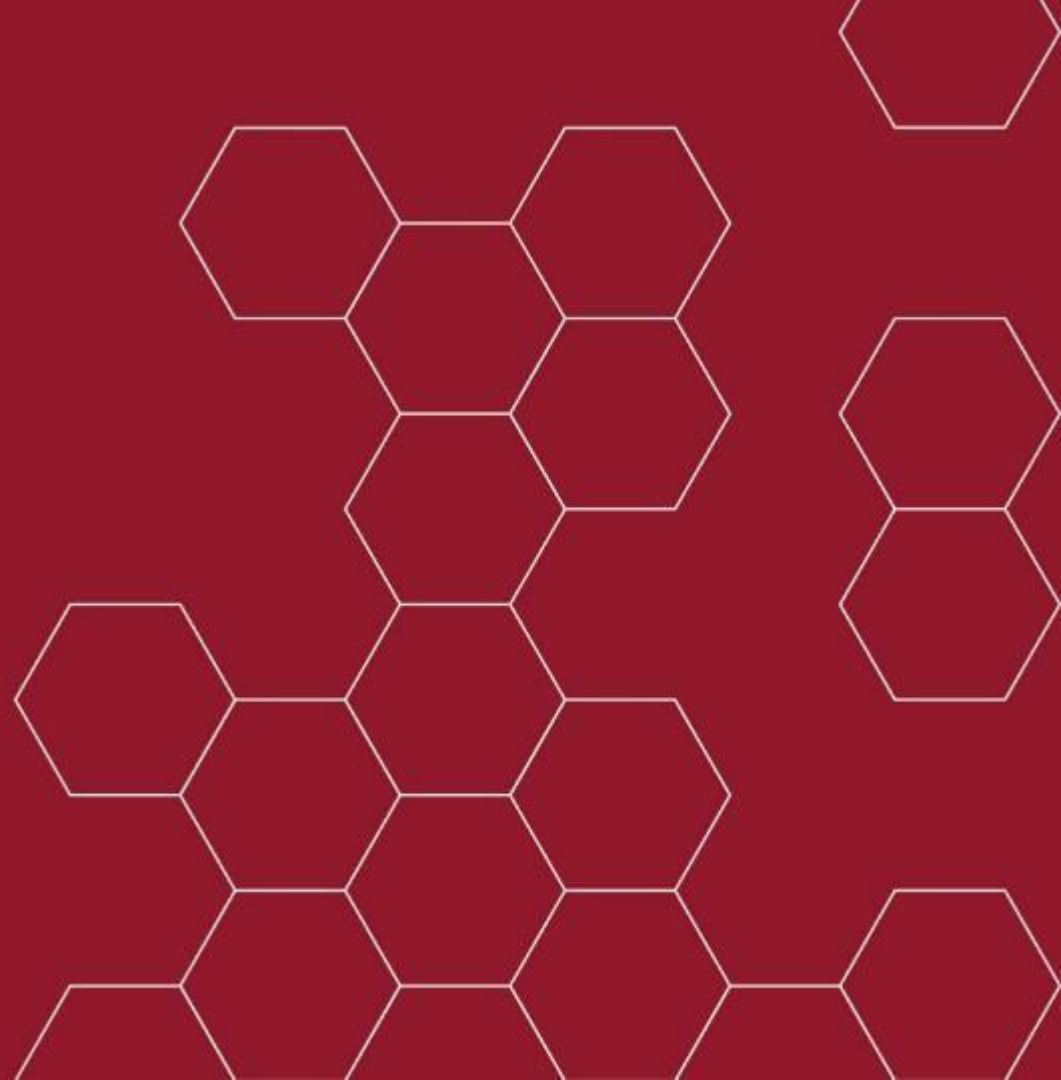








**THANK YOU!**



**ITW** FOOD  
EQUIPMENT  
GROUP

